A67.40/2; 1-26-79

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

January 26, 1979

0104 Broilers (Arabian Gulf). Agent in Belgium for firm in Arabian Gulf wants 2,000 metric tons of whole frozen broilers, each weighing between 700-1200 g, Grade A, in neutral transparent bags, export cartons. Broilers to be slaughtered according to Moslem Requirement; feet must be removed; broilers to be fully eviscerated, and giblets wrapped in poly bags and reinserted into body cavity. Payment by Letter of Credit to suppliers bank upon delivery of merchandise. Quote FOB U.S. ports or C&F Arabian Gulf ports. Bank ref: Banque Bruxelles-Lambert. Contact: Charles Binst, Manager, Binst & Van Den Broeke Overseas S.A., Westvaartdijk 24, B-1851 Humbeek (Belgium). Telex: 26408 BRUSSELS. Cable: BINSTPATAT, Brussels. Phone: 02/269.34.34.

0105 Turkey feathers (Taiwan). Importer wants 20,000 kilograms of turkey feathers for local buyer. Delivery February 1979. Quote both FOB and CIF price. Bank ref: American Express. Contact: Y. D. Denis Mei, General Manager, Mei Chong Trading Co. Ltd., P. O. Box 1677, Taipei, Taiwan. Telex: 22259 HOTCO. Cable: 7472 TAIPEI. Phone: (02) 707-0241.

0106 Hides and skins (Austria). Wants to buy sheep and lamb skins, white, for shoe lining; double-faced furs; raw and tanned furs of red and gray fox, muskrat, raccoon, opossum, skunk. Quantity depends on prices, customary packaging. Quote CIF Vienna, Austria, or European port. Bank ref: Creditanstalt-Kankverein, Wien-West, Mariahilferstrasse 77-79, A-1060 Wien. Contact: Andreas Neider, Internationale Lederagentur Ges. M. B. H. & Co. Kg., Schottenfeldgasse 65, A-1070 Wien, Austria. Telex: 01-2284. Phone: (0222) 93 91 68.

0107 Instant coffee (Japan). Buyer wishes to import one container load of instant coffee of well-known brand. Specific information and samples required. Appropriate packaging for retail purpose. Immediate delivery. Quote C&F and/or CIF. Bank ref: Dai-Ichi Kangyo Bank, Sakaisuji Branch, Osaka. Contact: Hiromi Yokoyama, Universal Traders Limited, C/o Hiranomachi Bldg., 8, Hirano-Machi 1-Chome Higashi-Ku, Osaka, Japan. Telex: 522-4952 UNIMEX J. Cable: ESREVINU, Osaka. Phone: 06-203-0321.

0108 Strawberries (Japan). Wants 5 mt of frozen strawberries. To be used for frozen confectionery products. Appropriate packaging for institutional use. Immediate delivery. Quote C&F and/or CIF. Bank ref: Tokyo Bank, Ginza Branch. Contact: Junichiro Yamamura, Tsubakimoto Machinery & Engineering, 8-3, Marunouchi 1-Chome, Chiyoda-Ku, Tokyo, Japan. Telex: 2223419 TSUBAC J. Cable: CAMELLIA, Tokyo. Phone: 03-284-1279.

0109 Filberts (Denmark). Interested in 20,000 kg of Oregon filberts, Royals 1st grade, 50 lb bags and 24/1 lb. cellobags, delivery October 1979, quote FOB. Bank ref: Copenhagen Handelsbank, Reg. No. 4000, Account No. 226347. Contact: Bent Jessen, Interfrugt A.S., Groenttorvet 6, DK-2500 Copenhagen Valby, Denmark. Telex: 19858 DK.

Issued weekly by the Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250

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Phone: (1) 30 33 22.

0110 Corn oil (Egypt). Wants 5-10 tons of refined corn oil. Buyer seeks offers CIF Alexandria. Corn oil should be in one or two kilo bottles or cans. Samples for testing are also required. Contact: Ismail Sabriel Hakeem, Egyptian Import, Export and Trade Office, 6, Abdel Aziz Fahmy Street, Bolkly, P. O. Box 113, Alexandria, Egypt. Telex: 54180/54075 COMALEX UN. ATTN: El Hakeem. Phone: 41163/809032 ALEXANDRIA.

0111 Potato granules (Japan). Wishes to buy dehydrated potato granules, monthly - 18 mt, ingredient certificate and sample (1 bag) required, 36-50 lb in a paper bag. Quote CIF Kobe. Delivery-immediate shipment (February if possible). Bank ref: Sanwa Bank, Ibaraki Branch. Contact: Toshio Kihara, 5-5 Shin Chuji Cho, Ibaraki City, Osaka, Japan. Telex: 5253074 JEIPRI J. Cable: KIHARA, Ibaraki, Osaka. Phone: (0726)23-2771.

0112 Wines and cigarettes (Ecuador). Interested in (1) Wines: white, red, rose, grape wines, sparkling, brandy beverage, and (2) cigarettes all sizes and filter, also filterless. Send literature and quote C&F Guayaquil. Contact: Juan Fernando, Andrade-Perez, Casilla 6014, Guayaquil, Ecuador. Phone: 302-692.

0113 Pet food (France). Distributor of garden tools, shelters, furniture, and decorative items wishes to contact U.S. suppliers of pet food. Bank ref: C. R. C. A., 51000 Reims. Contact: Patrick Mourot, Manager, Garden Center "Prieux" La Paysagerie B.P. 32, Route De Louvois 51350 Reims-Cormontreuil, France. Phone: 06.27.53.

0114 Cake decorations (England). Wholesaler, mail order and retailers of supplies and equipment for use in the making and decoration of cakes wishes to contact U.S. suppliers of cake decorations. Bank ref: National Wesminister Bank Ltd., 424 Holdenhurst Road. Contact: Michael Ford, Managing Director, Mary Ford Cake Artistry Centre Ltd., 28-30 South-Bourne Grove, Bournemouth, BH6 3RA, England. Phone: BOURNEMOUTH 422653.

0115 Canned foods (Singapore). Diversifying its bussiness to include canned meats, baby foods, soups, beans, food specialties, fruits and confectionary products. Bank references: Bank of America, Clifford Centre, Singapore 1; Bank of Canton Denmark House, Singapore 1. Contact: Michael Lau, General Manager, Material Trading Pte. Ltd., Rooms 15-316 to 15-322, 15th Floor, Merlin Plaza, 7500 Beach Road, Singapore 7. Cable: MATTRAD. Phone: 2942211. Telex: RS26425 MT.

0116 Confectionery, cookies, canned foods (Singapore). Established producer of edible oil is interested in extending its commercial activities to trading in confectionery items and canned foodstuffs. Main interest is in cookies, confectionery products, canned fruit juices and milks products. Bank ref: The Chartered Bank, Crosby House, Robinson Road, Singapore 1. Contact: Derek Liew, Marketing Manager, Singapore Oil Mills Factory Pte. Ltd., 8A Jalan Kilang Timor, Singapore 3. Cable: SINOMIL, Singapore. Phone: 2721536/7. Telex: THAILEE RS 21655.

0117 Peanuts (Japan). Wants 10-20 mt per month of Spanish type roasted peanuts without shell, vacuum packed in vinyl bag or in can with nitrogen to keep peanuts from oxidation. Immediate delivery. Requests sample by air immediately. If price and quality ok, the buyer will travel to the U.S. to finalize the business. Quote C&F Tokyo. Bank ref: Mitsubishi Bank, Sawara Branch. Contact: Yoshi Kitami, Yoshi International Co., Ltd., 605 Sawara-Shi, Chiba Pref., Japan.

Cable: YOSHI, Sawara. Phone: 04785-2-5050.

0118 Dried peaches (Italy). Wants dried peaches, first shipment - 20 tons (1 container), medium size - to be used in liquors, 25-30 pounds cartons. Content of sulphur dioxide below 700 part per million as required by Italian law. Customer would like to receive a two pound sample. Quote CIF or FOB. Bank ref: Credito Italiano, Trento. Contact: Fabio Bertoldi, Aldo Bertoldi, SPA, Vicolo Santa Trinita' 4, P. O. Box 227, 38100 Trento, Italy. Telex: 40076 BERTOLDI. Phone: 0461/80332.

0119 Logs (Hong Kong). Wants oak logs, approximately 10 ft. long, circumference 5 ft., Grade A., dried, no cracks or insect holes. Quote CIF Hong Kong. Bank ref: Hong Kong Industrial and Commercial Bank Ltd. Contact: Miss Lau, Beca Plywood Manufacturing Ltd., Realty Building, Room 2111, 71 Des Voeux Road, Central, Hong Kong. Telex: 75390 BECA HX. Cable: DECAPLY. Phone: 5-250963.

0120 Joint venture (Venezuela). Interested in joint venture. Offers 53,000 hectares of land in Mesa de Guanipa, Edo. Anzoategui. Land suitable for growing peanuts, sorghum, sesame and vegetables in general. Owner needs technical and financial assistance especially for processing of the products. Also needs marketing assistance for production. Bank ref: Banco De La Construccion Y Oriente, Agencia Liberador. Contact: Silvia Innorable, Corporacion Trantor, S.A., Edificio Las Luisas, 11/E, Ave. Francisco Miranda, Caracas, Venezuela. Telex: 25254, GEXIM.

0121 Soft drinks (Germany). Interested in buying U.S. canned soft drinks. Products are intended for re-export; if possible, under firm's own brand name Melco. Firm was established in 1806, employs about 500, annual sales about DM 250 million. Contact: Gunter Olschewski, Export Manager, C. Melchers & Co., Postfach 103329, Schlachte 39/40, D-2800 Bremen 1, Germany. Cable: MELCHERSCO. Telex: 0244839. Phone: 0421/31691.

0122 Soybean feed products (Germany). Wants soybean meal (to be used for feed), large quantities regularly, as soon as possible. Quote CIF Singapore; CIF Jakarta. Bank ref: Deutsche Bank AG, Commerzbank AG, both Hamburg. Contact: Hans-Peter Klose, Chemiehandel Georg Hoevermann & Co., GMBH, Moenckebergstrasse 13, 2000 Hamburg 1, West Germany. Telex: 02 162247 (ANSWER BACK: GHC D). Phone: 040-33 66 46 and 33 66 47.

0123 Papaya, pomegranates (Japan). Wants to buy fresh papaya and pomegranate, one container load regularly, best quality, packed in cardboard boxes. Quote CIF or FOB. Bank ref: Tokai Bank, Higashi Branch, Nagoya. Contact: T. Hoskawa, Kyowa Boeki Bussan Ltd., 2-70-6 Higashi-Yoshino-Machi, Higashi-Ku, Nagoya 461, Japan. Telex: J59962. Phone: 052-931-5901.

0126 Cigarettes (Belgium). Requests offers for cigarettes, with filters and without, 10,000 cartons per month, each carton containing between 1,000-2,000 packs. Quote CIF Antwerp and FOB U.S. ports. Bank ref: Belgo Centrade Bank, Antwerpen. Contact: Mr. Declercq, Director, Multraship, P. V. B. A., Bredastraat 124/126, B-2000 Antwerpen (Belgium). Telex: 31787. Phone: 031/34.24.66 or 34.27.69.

0127 Holsteins (Uruguay). Interested in purchasing 120-150 head pure-bred Holsteins for shipment in June. Contact: Sr. Raul Poretti, Missiones 1475, Montevideo, Uruguay. Phone: 91-15-57 and 91-52-41. Telex: RAYO UY 818.

0128-0129 Canned fruits and vegetables (Germany). Interested in canned fruits and vegetables. Products are intended for re-export. If possible, under firm's own brand name "MELCO". Firm was established in 1806 and is one of the leading import/export houses in Bremen. Annual sales amount to be DM 250 million. Contact: Gunter Olschewski, Export Manager, C. Melchers & Co., Postfach 103329, Schlachte 39/40, D-2800 Bremen 1, Germany. Cable: MELCHERSCO. Telex: 0244839. Phone: 0421/31691.

0130 Broilers (Singapore). Wants 25,000-50,000 live broilers for slaughter (about 7 weeks old), first grade, import health certification required. Quote CIF Damman, Saudi Arabia. Bank ref: Bank National De Paris. Singapore 1. Contact: Mohd. Hussein, Shebab International, 103 Dunn House, 1st Floor, 90 Cecil Street, Singapore 1. Telex: RS 24976 SHEBAB. Cable: HSEBADTRAD. Phone: 2225173.

0131 Rice (Nigeria). Interested in importing U.S. long grain parboiled rice 4% broken, Quantity 100,000 metric tons in 50 kilos double jute bags. Delivery March and April 1979. C&F Apapa quotations. Bank ref: Bank of The North, Kano. Contact: Joe Adakole, Oxyx Investment Company, Box 2909, Kano, Nigeria. Phone: 064/2241.

0132 Joint venture (Nigeria). Nigerian Business Enterprise interested in a joint venture with U.S. company to produce grains (rice, corn). Bank ref: United Bank for Africa, 97/105 Broad Street, Lagos. Contact: S. Olu Omole, Sunday Olu Omole & Company (Nig) Ltd., 10 Banire Street, P. M. B. 3102, Surulere, Lagos, Nigeria.

0133 Joint venture (Nigeria). Firm interested in a joint venture with an American comapny in an integrated rice production industry. Bank ref: Savannah Bank, Apapa, Lagos and Barclays Bank, Marina, Lagos. Contact: A. A. Taiwo-Alamu, Sang Konsult Inc., P. O. Box 9109, Marina, Lagos, Nigeria, or 12 Olaseni Diyaolu Street, Surulere, Lagos, Nigeria.

0134 Snack foods, yeast (Nigeria). Interested in importing (1) U.S. potato chips and other snack foods and (2) yeast. Inquiry being made on behalf of a state owned investment company (P. S. G.). Bank ref: Barclays Bank, Marina, Lagos, and Savannah Bank, Apapa. Contact: Taiwo-Alamu (A.A.), Sang Konsult Inc., P. O. Box 9109, Marina, Lagos or 12 Olaseni Diyaolu Street, Surulere, Nigeria.

0135 Almonds (Syria). Wants 100 mt of shelled almonds, first quality, size 16/18, 18/20, 20/22, in 50 lb cartons, delivery Feb/Mar 1979. Quote C&F Latakia. Also interested in buying walnuts in shell, pistachio nuts, cashews, and sunflowerseed for confectionary use. Bank ref: Commercial Bank of Syria, Branch No. 4, Damascus. Contact: Salim Rifaai, Salim Rifaai Import/Export Agencies, P. O. Box 3158, Damascus, Syria. Telex: BOOTH 11921 SY SALIM RIFAAI. Cable: SARIFA, Damascus.

0136-0138 Corn oil, vegetable oil, sugar, salt (Singapore). Wants to buy corn oil, 50 drums of 180 kg; vegetable oil, 50 drums of 180 kg; sugar, 200 tons in 50 kg bags, white crystal; medium grain, No. 2, max. moisture .08%; salt, 100 bags of 50 kg, fine and coarse grade. Quote CIF Singapore. Bank ref: Development Bank of Singapore, Orchard Road, Singapore 9. Contact: K. C. Foo, Ampact International Pte. Ltd., 1110 Shaw Towers, Beach Road, Singapore 7. Cable: AMPACINT. Phone: 294-7969.

0139 Fish meal (Egypt). Interested in buying fish meal, 50 tons for private sector monthly, 3,000 tons quarterly for government tenders, not more than 1 percent salt, in 25 kg or 50 kg bags. Quote CIF, FOB and C&F. Bank ref: Misr Inter-

national Bank, Cairo. Contact: Hassan M. Dawood, Alag Trading, P. O. Box 115, Heliopolis West, Cairo, Egypt. Telex: 92502 Salah-Un. Cable: ALAGRPO, Cairo. Phone: 874104.

0140-0141 Frozen broilers, turkeys (England). London agent requests C&F Port Said or Alexandria quotes by telex for following: (1) frozen broilers, USDA Grade A, 800-1200 grams without giblets and necks, 200 mt immediately, 50 mt monthly thereafter; and (2) frozen turkeys, not less than 4 kg without giblets, 100 mt. Above poultry should be Hallal killed. Contact: Barbara Struthers Shaw, Oxford Trading Co., Telex: 24637 WIGMOR-G.

0142 Rice (Syria). Government tender with closing date Feb. 12 for 10,000 mt, plus/minus 5%, of milled rice, max 5 percent broken, packed in new jute bags 50 kg net, delivery March 1979 in one lot. Offers without 2% bid bond automatically rejected. Quote C&F free out Latakia or Tartous. Contact: Salem Haddad, Managing Director, Foreign Trade Organization for Chemicals and Foodstuffs (GEZA formerly called TAFCO), P. O. Box 893, Damascus, Syria. Telex: 11009 SY or 11370 SY Geza. Cable: GEZA, Damascus. Phone: 228521 or 118919

0143 Swine breeding stock (Hong Kong). Initial order: 800 Gilts (Duroc) and 15 Boars (Duroc). Higest grade with emphasis on breeding. Initial order within 30 days of confirming order. Quote CIF Hong Kong. Bank ref(s) : Kincheng Banking Corp., 13A Queen's Road, Central, Hong Kong; Lloyds Bank International, 2506 Connaught Centre, Hong Kong. Contact: Simon Gunstone, Poon Wynne International Ltd., Kowloon Cold Storage Bldg., 3rd Floor, 46 Hung to Road, Kwun Tong, Kowloon, Hong Kong. Telex: HK 74229 POON. Phone: 3-427231.

0144 Poultry breeding stock (Singapore). Interested in franchise for Indonesia for (a) white and brown shell layers, 10,000; and (b) broilers, 5,000-10,000. Expect to double quantity within a year. Buyer in process of obtaining Indonesian Government approval for joint venture to establish integrated feedmills and livestock farm in Indonesia. Contact: P. Moccand, Gold Coin Ltd., P. O. Box 1849, Singapore. Telex: GOLD COIN RS21365. Phone: 652 044.

0146 Offals (Japan). Wishes to buy offals, such as hanging outside skirts, tripes, tongues, etc. Will purchase container loads at regular intervals. Ordinary exporting packing. Delivery immediate. Bank ref: Kamikatsura BR., Tokyo Sogo Bank. Contact: Mamoru Tsukada, Hil-Top Corporation, 20 Awata-Cho, Kawashima, Nishikyo-Ku, Tokyo 615, Japan. Cable: HILTOP, Tokyo. Phone: 075-392-8000.

0147 Foodstuffs (Saudi Arabia). Beefburgers in catering packets, chicken parts, fish (cuts) all frozen, ketchups and salt in sachets, mustard and salad dressings. Value of annual import is not provided by the firm but expected over $50,000. Minimum trial order for each item is one container. If product and prices are suitable, firm wishes to enter into an agency agreement. Contact: Saji Toukan, Manager-Foreign Department, Nashar Trading Company, P. O. Box 6697, Jidda, Saudi Arabia.

0148 Sweet corn seed (Greece). Wishes to buy 500 lbs of sweet corn seed. Highest quality for the production of sweet and tender corn. Payment through Irrevocable Letter of Credit. Quote CIF Piraeus. Bank ref: Ergo Bank, Athens. Contact: Thomas Gounaris, 25A Kifissias Ave., Athens 605, Greece. Telex: 216012 BARI. Phone: 6466103, 6466593.

*0149 Foodstuffs (Germany). Interested in adding the following U.S. products to its present food line: Canned meat and sausages, canned fruits and vegetables, canc and other confectionary products. Initially sampling quantities. Bank ref(s) Karl Schmidt Bank, Nuernberg. Contact: Herr Bluth, Helmuth Bluth GMBH, Wilhelmstrasse 7, 8504 Stein B. Nuernberg, Germany. Telex: 06/22572. Phone: 0911/676179

0145 Candy (Japan). Wants hard candy (45 minute jawbreaker that changes colors and flavors every 9 minutes), 2 metric tons trial order. Certificate of ingredients and samples required. Packaging: 24 count in a display carton, and adequate number of display cartons in a carton. Quote CIF Kobe or Osaka. Bank ref: Tokai Bank, Sakurabashi Branch. Contact: Shigeki Miyauchi, Sanei Trading Co., Ltd., 10-28 Utsubohonmachi 3-Chome, Nishi-Ku, Osaka 550, Japan. Telex: J63516 PROSPERS. Cable: PROSPEROUSTRADE. Phone: (06) 448-2531.

CORRECTION OF ITEM - Jan 19th issue

0067 Feed mills (Hong Kong). Chinese official is interested in construction of two feed mills to produce poultry, hog and possibly cattle feed in Canton. Each mill is to have a capacity of 20 mt of mixed feed (concentrate and supplement) per hour. Contact should be with the Hong Kong firm listed below. Requests immedia replies. Contact: Simon Gunstone, Director, Poon Wynne International Ltd., Kowloon Cold Storage Bldg., 3rd Fl., 46 Hung To Road Kowloon, Hong Hong. Cable: POONINT, Hong Kong. Phone: 3-440161. Telex: HK-74229 POON.

Foreign Trade Developments

World Wine Expo '79. The first world wide wine exposition will take place in Singapore, May 8-19, 1979. Participants will include manufacturers from Australia, United Kingdom, France, Italy, Switzerland, Germany, Argentina, and the United States. The exposition will take place at the Hilton, Hyatt and Mandarin Hotels, and will consist of displays, tastings, seminars, and an international wine judging. For details about this exposition contact: John M. Boles, Boles and Company, 3000 Sand Hill Road, Menlo Park, California 94025. Phone: (415) 854-5884. Telex: 348-477.

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